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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q21-Q26):

NEW QUESTION # 21
An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Program Rebate Type Benefit
- B. Rebate Program
- C. Program Rebate Type
- D. Rebate Member Product Aggregate

Answer: A

Explanation:
Program Rebate Type Benefit is a Rebate Management object that supports custom fields for rebate program(s) analysis. It is used to define the benefit tiers for a rebate type, such as the percentage or amount of rebate that is paid out based on the achievement of a certain threshold. Program Rebate Type Benefit can have custom fields that specify the criteria by which the benefits vary, such as product category, region, or industry segment. These custom fields can be used in the Analytics for manufacturing app in Tableau CRM for Manufacturing to create dashboards and reports that show the performance and impact of rebate programs. Reference: Rebate Management Standard Objects - Salesforce Developers, Deploy and Use Rebate Analytics - Salesforce, Salesforce Manufacturing Cloud Flashcards

NEW QUESTION # 22

An administrator has completed the data migration from a client's legacy system to Manufacturing Cloud. The client wants to ensure all Advanced Account Forecast calculations are correct and the data has been properly migrated.
How should the administrator reassure the client that data has been accurately calculated7

- A. Request the users to verify the Advanced Account Forecast values of their accounts.
- B. Use Data Loader to generate a .csv file and manually compare it to import files.
- C. Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.

Answer: C

Explanation:
Explanation
The best way to reassure the client that the data has been accurately calculated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. This will ensure that the forecast metrics, such as planned revenue, actual revenue, forecast quantity, and forecast revenue, are consistent and correct. The administrator can use the Data Processing Engine templates to configure the calculations and run them manually or on a schedule1. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab2. Using Data Loader to generate a .csv file and manually compare it to import files is not a reliable method, as it may introduce errors or inconsistencies in the data format or values. Requesting the users to verify the Advanced Account Forecast values of their accounts is not a feasible method, as it may be time-consuming, impractical, or inaccurate, depending on the number and complexity of the accounts. References: Learn How Forecast Data Is Created, View and Adjust Forecasts

NEW QUESTION # 23

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.
- B. Creating a report using a custom report type.
- C. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- D. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.

Answer: A,B

NEW QUESTION # 24

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.
- B. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.
- C. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.

Answer: B

Explanation:
A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome.
References:
* Manufacturing Cloud - Salesforce
* Considerations for Working with Manufacturing - Salesforce

NEW QUESTION # 25
Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Default Currency
- B. Target Measure Type
- C. Team Member Hierarchy
- D. Distribution Frequency
- E. Price Book

Answer: B,C,D

Explanation:
Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:
Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.
Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.
Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.
Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

NEW QUESTION # 26
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